

# URIEL SOSA

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## PROFESSIONAL SUMMARY

High performing service professional with 3 years of experience driving \$6.1M in sales through a strategic, customer centric approach to upselling and engagement. Proven ability to deliver tailored solutions in fast paced, high volume environments. Skilled in relationship building, problem solving, and client retention consistently increased client base by 120% and maintained 60 weekly returning clients, generating \$700K in annual net profit.

## ACCOMPLISHMENTS

- FY23 Top Performer – Q1 (Yves)
- FY21 Rookie of the Year (Yves)
- Maintained top 5% customer satisfaction scores based on post-service feedback over 12 months

## WORK HISTORY

Yeves

Sales Development Representative // New York, NY // October 2021 to Current

- Achieved 120% average quota attainment, generating \$800K in net revenue.
- Used strategic upselling to identify customer needs, contributing to \$3.1M in total sales and \$650K in net new revenue.
- Maintained consistent follow-up with leads to build trust and guide them through the sales process.
- Managed CRM database (Salesforce & HubSpot), ensuring accurate lead tracking and activity logs.

## SKILLS

- |  |                                  |
|--|----------------------------------|
| • HubSpot CRM Certification            | • Salesforce CRM Certification   |
| • Cold Calling                         | • Outbound Sales                 |
| • Sales Development                    | • Appointment Setting            |
| • Lead Generation                      | • Lead Qualification             |
| • Account Management                   | • Pipeline Development           |
| • Outbound Sales Management            | • Hunter/Farmer Sales Strategies |
| • Email Marketing                      | • Copywriting                    |
| • Prospecting                          | • Customer Relationship Building |
| • Sales Lead Lists                     | • LinkedIn Sales Navigator       |
| • CRM Management (Salesforce, HubSpot) | • Microsoft Office               |

## EDUCATION

Baruch College // New York, NY

New York City College of Technology // Brooklyn, NY